FCI

Facilitating Open Account – Receivables Finance

FCI Academy

Learn from the Global Leaders of Receivables Finance

REGIONAL CONFERENCE

17TH CEE & SEE REGIONAL CONFERENCE ON FACTORING & SUPPLY CHAIN FINANCE

&

FCI ACADEMY - LENVI MASTERCLASS

15-16 October 2026 | NYX Hotel Warsaw, Warsaw, Poland



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About the event

The 17th CEE & SEE Regional Conference on Factoring & Supply Chain Finance returns on 15–16 October 2026, this time in Warsaw, Poland — one of the region's most dynamic financial centres and a fitting backdrop for a conversation about the future of our industry.

The 2026 conference is built around a single, ambitious question: what does receivables finance look like by 2030? From the rise of Reverse Factoring and Supply Chain Finance to the operational realities of e-invoicing mandates and digital transformation, to the growth stories emerging from across the region — Warsaw will be the place where these conversations happen, frankly and at the highest level.

Whether you are a seasoned industry leader or a rising professional, the conference offers two days of substantive debate, regional market intelligence, and the kind of peer connections that matter long after the event ends.

FCI Academy Masterclass

Before the conference starts on 15 October, FCI Academy in partnership with Lenvi will host a ***Masterclass on Technology-Driven Risk Management in Factoring: Credit Risk, AML, Compliance and AI****. Technology is reshaping the way factoring institutions identify, assess, and manage risk. As fraud schemes become more sophisticated and regulatory expectations continue to evolve, effective risk management requires more than robust controls. During the session participants examine how technology, AI and digital solutions are transforming the management of credit, AML, compliance and operational risks in factoring. Interactive group work will encourage the exchange of experiences and practical solutions applicable to participants' own institutions.*

WHO SHOULD ATTEND

This conference has been designed to educate and connect key stakeholders in the factoring and receivables finance industry. It brings together a diverse audience, including:

- Factoring companies and specialised providers
- Banks and non bank financial institutions
- Consulting firms and advisory professionals
- Industry associations and official organisations
- Legal, insurance, and technology service providers
- Exporters, importers, and corporates interested in factoring

WHAT TO EXPECT



140+
ATTENDEES



80+
COMPANIES



100+
DECISION-MAKERS

Masterclass Programme

THURSDAY 15 OCTOBER 2026 | 09:00-22:00

FCI ACADEMY & LENVI MASTERCLASS: TECHNOLOGY-DRIVEN RISK MANAGEMENT IN FACTORING: CREDIT RISK, AML, COMPLIANCE AND AI

09.00 - 09.30 **Registration and Welcome Coffee**

09.30 - 09.40 **Welcome & Introduction**

Mrs. Betül Kurtulus, Secretary General, FCI

09.40 - 10.05 **Emerging Risks in Factoring**

- *AML and compliance challenges*
- *Fraud trends and typologies*
- *Operational risk and governance failures*
- *Key regulatory expectations*

Mr. Pawel Kacprzak, Management Board Member, BNP Paribas Faktoring, Poland

10.05 - 10.30 **Technology & AI in Risk Management**

- *AI-driven fraud detection*
- *Transaction monitoring and risk scoring*
- *Practical technology solutions for mitigating financial crime*

Mr. Ian Miller, Senior Consultant, Lenvi Riskfactor

10.30 - 10.50 **Coffee Break**

10.50 - 12.00 **Case Study in breakout**

In this interactive breakout session, participants will be split into three discussion groups, each led by a moderator. Using a realistic but anonymised case study, delegates will explore how operational, financial and behavioural warning signs develop over time, identifying key risks and considering appropriate responses at each stage of the company's deterioration.

12.00 - 12.30 **Expert Panel, Q&A & Closing Discussion**

- Key takeaways from the case studies
- Future fraud and AML trends
- The growing role of AI and technology in risk management
- Audience Q&A and closing remarks

Moderated by Ian Miller, Senior Consultant, Lenvi Riskfactor

Panelists:

- **Mr. Pawel Kacprzak, Management Board Member, BNP Paribas Faktoring, Poland**
- **Mr. Wayne Mills, Director, Atom Advisory**
- **Mr Mark Watkins, Director, Lenvi Riskfactor**

17TH CEE & SEE REGIONAL CONFERENCE ON FACTORING & SCF

12.30 - 13.30 **Registration and Welcome Lunch**

13.30 - 14.00 **Welcome Remarks**
Mr. Çagatay Baydar, Vice Chair, FCI
Mr. Konrad Klimek, Chairman, PFA
Mr. Tadeusz Bialek, President, Polish Bank Association

14.00 - 14.35 **Trade in Transition: Macro Forces Reshaping the Global and Regional Landscape**
Mr. Michal Dybula, Chief Economist, Central & East Europe, BNP Paribas

14.35 - 14.55 **CEE & SEE Factoring Market: Trends, Growth & Divergence**
Mr. Spyros Tsolis, Regional Director, FCI

14.55 - 15.45 **Panel: SME Access to Finance: Are We Really Closing the Gap?**
Development finance institutions & Industry Associations have made SME access to finance a strategic priority across CEE & SEE, yet the funding gap persists. This panel takes stock of what's actually working — programme design, risk-sharing structures, local partnerships — and where the gap remains stubbornly open, offering a frank assessment rather than a success narrative.
Moderator: Mr. Alexandros Kontopoulos, CEO, NBG Factors, Chairman of the Hellenic Factors Association
Panellists:
- Ms. Irina Tyan, Associate Director, EBRD TFP
- Mr. Serhii Kostohryz, Trade and Supply Chain , Europe, IFC
- Mr. Jaroslav Ton, CEO, Malcom Finance

15.45 - 16.20 **Coffee Break & Group Photo**

16.20 - 17.10 **Panel: The Digital Factor: Platforms, Data and the Future of Receivables Finance**
Digitalization is reshaping every layer of receivables finance — from how platforms onboard clients to how data drives credit decisions. Bringing together a user, an IT provider, and a fintech, this panel offers three vantage points on the same transformation: what's being built, what's being adopted, and where the real friction still lies between technology's promise and day-to-day operations.
Moderator: Ms. Olena Gryniuk, CEO & Founder, WOA Digital
Panellists:
- Mr. Laurent Tabouelle, CCO, Codix
- Mr. Ognjen Kurtic, Tech cofounder, Finspot
- Mr. Antonio Severino, Head of Investment Banking & Structured Finane Office, VUB

17.10 - 17.25 **Featured Presentation: The Next Era of Factoring Platforms**
Mr. Karol Leszczynski, Product Development Manager, Comarch

17.25 - 17.45 **From Mandate to Market — Operational Readiness for E-Invoicing Service Providers in Trade Finance**
Mr. Patrick Schuller, COO GENA
Mr. Carmine Ruopolo, EDI & E-invoicing BU manager at Tesisquare and Chair of the GENA Invoice Finance Working Group

17.45 - 17.55 **Presentations by Gold Sponsors**
- Mr. Christopher Coleman, Codix

19.20 - 22.00 **Evening Dinner at Czerwony Wieprz**

FRIDAY 16 OCTOBER 2026 | 09:00 - 14:00

09.00 - 09.10 **Opening of Day 2**
Mr. Spyros Tsolis, Regional Director, FCI

09.10 - 09.35 **The Polish Factoring Market & The Role of National Factoring Associations: The Case of the Polish Factoring Association (PFA)**
Mr. Konrad Klimek, Chairman, PFA

09.35 - 10.00 **Overview of the World Factoring Industry & FCI's Role as a Global Network**
Mr. Çagatay Baydar, Vice Chair, FCI: Chairman, TEB Faktoring, Türkiye

10.00 - 10.50 **Panel: Strategic Growth Opportunities for Reverse Factoring**
Reverse Factoring is gaining momentum across the region — but realising its full potential requires factors, corporates and financiers to get the fundamentals right. Drawing on real experience from successful practitioners, this panel explores what works in programme design, buyer relationship management and portfolio development. A practical, experience-driven conversation about building Reverse Factoring programmes that deliver , for factors, buyers and SME suppliers alike.
Moderator: Mr. Wayne Mills, Managing Director, Atom Advisory
Panellists:
- Mr. Paolo Monaco, Director, SME Special Financial Products & Start-Ups, EBRD
- Mr. Oleh Turchyn, Head of Trade, Export Finance and Working Capital Solutions, Erste Faktoring

10.50 - 11.30	**Coffee Break**
11.30 - 11.50	**Legal & Regulatory reforms in Factoring & Supply Chain Finance across CEE, SEE & Beyond** Mr. Milot Ahma, Principal Counsel, EBRD
11.50 - 12.30	**Panel: From Strategy to Success — Growth Stories Across the Receivables Finance Ecosystem** *This panel brings together leaders who have driven measurable growth in their factoring and receivables finance operations. Panellists will share the strategic choices, market bets, and execution decisions that turned ambition into results — and the lessons that apply across the region.* Moderator: Ms. Dorota Szczesniak, Head of CEE Hub, Eurofactor, Credit Agricole Group Panellists: • Mr. Admir Imami, Group CEO, Zvilo • Mr. Simon Petermann, Group Factoring Manager, CEE & Strategy, Raiffeisen Bank International
12.30 - 12.45	**Closing Keynote: Warsaw Takeaways — What the Industry Carries Forward** Mr. Spyros Tsolis, Regional Director, FCI
12.45 - 14.00	**Networking Lunch & End of the Conference**

Important Information

DRESS CODE
Smart casual clothing.

REGISTRATION

- FCI Members:
  - €449 per person
- Non-Members:
  - €549 per person

All registered attendees also have free access to the FCI Academy Masterclass (limited spaces available)

The registration fee includes:
- *Evening reception for registered event*
- *Coffee breaks and refreshments as noted in the agenda for registered event*
- *Access to conference facilities and hand-outs for registered event*
- *Distribution of pre and post conference documents for registered event*
- *Access to the networking platform and FCI App*

Click here to book

Accommodation, travel and personal expenses are not included in the registration fee.

REGISTRATION DEADLINE
Please register by 30 September 2026 at the latest.

CANCELLATIONS
Any changes or cancellations MUST be made in writing to fci@fci.nl.
- All cancellations received 2 months before the beginning of the event will qualify for a full refund
- All cancellations received between 2 months and 3 weeks before the beginning of the event will qualify for a 50% refund
- No refund is possible under any circumstances for cancellations received three weeks before the beginning of the event: 100% of the registration fee will be due as cancellation fee.

Programme details or the actual organization of the event are subject to changes depending on the number of participants. A final programme and confirmation will be sent to the participants 7 calendar days before the event.



LOCATION

Warsaw is the bustling capital and largest city of Poland, home to nearly 1.8 million residents. Known as the "Phoenix City," it was nearly 90% destroyed during WWII and meticulously rebuilt using old paintings and photographs. Today, it seamlessly blends a UNESCO World Heritage Old Town with a modern, glass-skyscraper skyline. Beyond its history, Warsaw is a major academic, scientific, and corporate hub. It boasts a thriving cultural scene and is famously one of Europe's greenest capitals, with roughly 40% of its area covered by parks and natural landscapes.

Warsaw is the thriving economic powerhouse of Central and Eastern Europe, generating nearly 1/5 of Poland's GDP. As an alpha global city, it boasts a highly skilled, knowledge-intensive economy focused on IT, finance, and business services. Despite recent labor market corrections, the city maintains low unemployment and robust international investment.

NYX HOTEL WARSAW

PL522-308-03-00 Chmielna 71,
00-801, Warsaw,
Poland

NYX Hotel Warsaw flips the script on the classic city stay. Anchored in Varso Place beside the record-breaking Varso Tower, this four-star hub pulses with street art, neon edge, and forward-thinking design. Step through the doors and feel the rush—bold colors, immersive murals, and an atmosphere built for creative souls.

Outside, Warsaw's Wola district delivers a mash-up of business towers, gallery spaces, and late-night hangouts.

Accommodation:

FCI couldn't negotiate preferential rate for participants at the conference due to high season for the hotel. We advice you to book your accommodation in Warsaw as early as possible.

Please note: All accommodation must be booked by the registered attendee or the registered attendee's company. FCI does not book any rooms on behalf of attendees. Accommodation is not included in the ticket price for the conference.

TRANSFER

Warsaw Chopin Airport is situated approximately 8,5km away from the NYX Hotel Warsaw and Modlin Airportis situated at 41km. You can book a taxi or buy a ticket for the bus to travel from the airport to the hotel.

CONTACT US

For any questions or more information, please contact the FCI Secretariat via email at fci@fci.nl or call us on +31-20-6270306.



About FCI

Facilitating Open Account – Receivables Finance

FCI is the Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables. FCI was set up in 1968 as a non-profit global association. Today, with over 350 member companies in more than 90 countries, FCI offers a unique network for cooperation in cross-border factoring. Member transactions represent nearly 40% of the world's international correspondent factoring volume.

FCI is a non-exclusive organisation, open to any company which is providing Factoring Services or plans to setup Factoring Activities but also to service providers to the industry.

FCI offers three major areas of activities:

- CONNECT: the Business network supports cross-border factoring activities through which its members cooperate as export and import factors
- EDUCATE: FCI promotes and develops best practices in both domestic and international factoring and related Open Account Finance products
- INFLUENCE: FCI promotes and defends the Industry with stakeholders and policy makers worldwide

For more information, visit www.fci.nl or contact fci@fci.nl
Follow us on LinkedIn | Facebook

About FCI Academy

Learn from the Global Leaders of Receivables Finance

Education is a key element for the future development and professionalisation of the factoring & receivables finance industry. **FCI Academy** constitutes the most complete education programme on Factoring & Receivables Finance, providing a wide range of globally recognised and accredited educational offerings that aim to support personal, corporate and market development globally.

FCI Academy in numbers:

- 14,500+ students who have successfully completed FCI Academy online courses
- 3,500+ delegates join FCI workshops and webinars on various topics
- 57 years of accumulated knowledge to create a complete educational offering

For more information, visit www.fci.nl/academy
Follow us on LinkedIn

About our Gold Sponsors

CODIX is the software company offering iMX – the all-in-one, event-driven solution for commercial finance, leasing and debt collection. Trusted by leading banks and global companies, iMX supports a wide range of industries: Factoring, SCF, Leasing, Consumer Finance, Collections, Credit Insurance and more.

Fully customizable and multilingual, based on cutting-edge and yet proven technologies, iMX streamlines the entire lifecycle from onboarding to finance, accounting, and recovery – on-premises or in the cloud. With its full suite of built-in tools, APIs, and automation, CODIX solution boosts efficiency, reduces costs, and enhances risk control. iMX is used in 50+ countries by 50,000+ users.

For more information, visit www.codix.eu

Since 1993, Comarch has been carrying out IT projects in 100 countries, partnering with leading Polish and global brands across vital sectors of the economy, including finance, telecommunications, banking, insurance, trade, services, and more. Comarch's IT services have been utilized by tens of thousands of well-known brands in over 100 countries on 6 continents. This includes companies such as Allianz, Auchan, BNP Paribas, BP, Carrefour, Heathrow Airport, Heineken, ING, LG U+, Orange, Telefónica, T-Mobile, and Vodafone.

A Reputable Provider of Factoring Software

With Factoring Platform Comarch offers bank and factoring institution customers straightforward and functional receivables financing solutions that can be easily adjusted to their present business needs.

Comarch Factoring Platform incorporates a dedicated customer service tool, an advanced settlement engine, and multi-channel access to factoring services. The system's microservice-based architecture enables banks and factors to consistently enhance the system and adapt it to evolving market demands. By supporting end-to-end processes, the solution effectively reduces costs and workloads for factoring companies.

For more information, visit https://www.comarch.com/finance/banking/comarch-factoring/

About our Silver Sponsors

efcom is a leading provider of receivables finance solutions and serves more than 50 renowned factoring institutions and banks in over 15 countries. Our customers process a factoring volume of 200 billion euros with our software–this is one of the largest volumes in the whole Europe.

We stand for scalable software solutions from the cloud that can be used at any time, from anywhere and from all devices. We also offer maximum security, use the latest technologies such as AI and blockchain and have innovative features engineered in Germany. Finally, our solutions are also able to implement Sharia-compliant financial processes in the area of Islamic factoring.

For more information visit - www.efcom.de/en/factsheets

Founded in 1995, Lenvi Riskfactor is a global portfolio management solution for the receivables finance industry. It is used by lenders to manage in-life risk and reduce the cost managing a portfolio. Our unique risk metrics analyse your portfolio and instantly highlight any unusual behaviour so that you can take action and investigate the highest risk accounts. The technology improves efficiency across your business and greatly improves existing risk management processes saving you time and helping you to grow your portfolio.

For more information visit - https://www.lenvi.com/solutions/risk-management-software/

Malcom Finance is a fintech providing capital and factoring solutions to SMEs across Czechia, Slovakia, and Poland. The company enables SMEs to shorten invoice payment terms, protects them against non-payment risk, and maintains a database of 100,000 verified debtors across Europe with payment-behavior data. To date, Malcom Finance has allocated over €400 million in SME financing and has integrated its factoring product directly into two regional banks' infrastructure — enabling banks to offer a competitive, embedded SME factoring solution. The company has been named to the Sifted 250 (Europe's fastest-growing startups) and the Deloitte Technology Fast 50 CEE ranking, and CEO Jaroslav Ton was recognized on the Forbes Czech 30 Under 30 list.

For more information visit - https://malcomfinance.com/

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For information on sponsorships or partnerships, please contact Gwendoline de Viron deviron@fci.nl.